# Jefferies' Broadview Technology Group

Jefferies' technology group, Broadview, is a leader in providing investment banking services to technology companies. With more than 55 dedicated bankers worldwide, our team is distinguished with senior professionals with an average of 15 years' tenure and deep sector expertise. Many of our bankers also have previous operating experience within the technology sector. Our diverse client base includes large-cap public and emerging private companies as well as financial sponsors and venture capital.

Jefferies Broadview has emerged as a leader in technology IPOs having acted as bookrunner on many of the leading IPOs for technology companies. Additionally, the team has consistently been ranked as the #1 M&A sell-side advisor for technology transactions up to $1 billion*. Coupled with a burgeoning practice in leveraged finance, Jefferies Broadview offers tremendous value to financial sponsors focused on the technology LBO market.

## Notable Transactions

October 2012
shutterstock
A portfolio company of **Insight Venture Partners**
**$88,000,000**
Initial Public Offering
Joint Bookrunner

August 2012
THOMA BRAVO
**$1,100,000,000**
Acquisition of **Deltek, Inc.**
Lead Financial Advisor

June 2012
Paradigm
**$1,000,000,000**
Sale to **Apax Partners and JMI Equity**
Sole Financial Advisor

June 2012
MISYS
**Undisclosed**
Credit Facility to Finance Acquisition by **Turaz and Vista Equity Partners**
Joint Lead Arranger

April 2012
GEMCOM
**$360,000,000**
Sale to **Dassault Systems SA**
Sole Financial Advisor

March 2012
yelp
**$123,000,000**
Initial Public Offering
Joint Bookrunner

February 2012
BlueCoat
**$525,000,000**
Credit Facility to Finance Acquisition by **Thoma Bravo, LLC**
Sole Lead Arranger

February 2012
Rocket
**$430,000,000**
Credit Facility
Joint Lead Arranger

January 2012
SEMTECH
**$494,000,000**
Acquisition of **Gennum Corporation**
Sole Financial Advisor

*Thomson -Number of North American & Western European technology transactions

### JEFFERIES KEY FACTS & STATISTICS

**Founded:** 1962

**Adjusted Net Revenue:** $3.0 billion

**Offices: 30+ Cities** Worldwide

**Number of Employees:** 3,800

**Companies Under Research Coverage:** 2,200

**Investment Banking Professionals:** 700

**Equities Professionals:** 700

**Fixed Income Professionals:** 550

**Commodities Professionals:** 350

**Wealth & Asset Management Professionals:** 130

Note: Data references are approximate as of 11/30/2012.

# Jefferies. The Global Investment Banking Firm.

Jefferies, the global investment banking firm, has served companies and investors for over 50 years. Headquartered in New York, with offices in over 30 cities around the world, Jefferies provides clients with capital markets and financial advisory services, institutional brokerage and securities research, as well as wealth and asset management. With over 3,800 employees worldwide, Jefferies has experienced significant growth in capabilities. The firm provides research and execution services in equity, fixed income, foreign exchange, futures and commodities markets, and a full range of investment banking services including underwriting, merger and acquisition, restructuring and recapitalization and other advisory services, with all businesses now operating across the Americas, Europe and Asia.

## Investment Banking

Jefferies is a valued partner for corporate clients globally. Our talented professionals provide a full range of advisory and underwriting services through creative and idea-driven M&A, leveraged finance, equity & equity-linked financing and restructuring & recapitalization solutions. Our industry expertise spans a range of sectors including aerospace & defense, banks, business services, chemicals, clean technology, consumer, energy, gaming, general industrials, healthcare, maritime, media, mining & metals, real estate, retailing, specialty finance, technology and telecommunications. We also have one of the largest and most experienced groups dedicated to serving the private equity community.

## Commodities

Jefferies Bache is a global leader with a 130-year track record specializing in exchange-traded futures and options, commodities, and over-the-counter products. Our dedicated sales and trading professionals partner with producers, consumers and institutional investors to provide liquidity and 24-hour market access. Our open architecture, robust technology and global connectivity allow us to meet clients' execution, clearing, reporting and risk management requirements.

## Equities

Jefferies Equities is focused on providing best-in-class ideas, execution, and service to our clients, with superior sales, trading and research products. With one of the largest, most experienced institutional sales forces, Jefferies has dedicated equity trading desks across the U.S., Europe and Asia. We provide seamless execution and outstanding liquidity with a focus on minimal market impact. We serve a network of more than 2,000 institutional investors around the globe. Our U.S. equity trading business consistently ranks among the Top 10 investment banks in market share and trading quality.

## Wealth Management

Jefferies provides tailored wealth management services designed to meet the unique needs of high net worth individuals, their families and their businesses, private equity and venture funds, and small institutions. Our advisors provide access to all of Jefferies institutional execution capabilities and deliver world-class financial services. Our commitment to providing an open architecture platform affords clients with access to products and services from both within Jefferies and from a variety of other major financial services institutions.

## Fixed Income

Jefferies Fixed Income is comprised of a highly experienced team of sales, trading, capital markets, research and strategy professionals who deliver a complete range of investment banking services. Our knowledge-driven sales and trading professionals provide best-in-class trade execution and 24-hour liquidity in the global markets, with the highest level of service to our clients. Jefferies is a leading market maker in the full spectrum of fixed income products.

## Asset Management

Jefferies has an established asset management effort. The firm's strategic fund managers seek to manage risk effectively and to consistently deliver favorable returns in all market conditions. Products offered within Jefferies' asset management platforms can include equities, fixed income securities, convertible securities, financial futures, as well as commodity-based and other real assets. These products are offered through various investment advisory entities including CoreCommodity Management, Jefferies Investment Advisers and Jefferies (Switzerland) Limited.

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